



## **Putnam County Economic Development Activity Report**

**January 1 through December 31, 2021**

Pursuant to the provisions of the Agreement made and entered into between the Putnam County Board of County Commissioners and the Putnam County Chamber of Commerce this report for all of 2021 is furnished:

### **1. The Chamber has continued to represent Putnam County with the following related entities:**

- Maintained working relationships with Enterprise Florida, the Department of Economic Opportunity, JAXUSA Partnership, FPL, Clay Electric, North Florida Economic Development Partnership, the Florida Economic Development Council, CSX and other economic development agencies.
- Represented Putnam County at 2021 FREDA Rural Summit.
- Participated in virtual meetings with representatives from DEO and Rural Economic Development Initiative (REDI) Committee to discuss rural economic growth.
- Attended JAXUSA quarterly Business Development meetings.
- Met with FPL regarding economic development support.
- Member - North Florida Economic Development Council Board of Directors.
- Member of Florida Economic Development Council.

### **2. New & Existing Business Development:**

- Responded to 33 requests for information from firms looking to locate in Putnam County.
- Hosted 4 on-site visits with prospective clients looking to relocate.
- Worked on 4 active projects - combined estimate would bring over \$3 million in capital investment and over 150 jobs to the county should they come to fruition.
- Continued to provide technical assistance to businesses, these included manufacturers, consultants, retail, and commercial businesses.
- Continued work with committees to address workforce issues, future needs and broadband initiatives.

- Made numerous Business Retention & Expansion visits to local businesses and conducted needs assessments.
- Provided ongoing assistance to numerous local businesses and matched them with resources when needed.

#### **4. Other Activities:**

- Marketed Putnam County as a great place to relocate a business through various media, including print advertisements in Site Selection and Florida Trend magazines.
- Coordinated production of 60-second and 15-second videos to be used in TV and digital platforms.
- Collaborated with Florida Trend with Putnam County's portion of the December's Northeast Florida Spotlight.
- Worked with local manufacturer on local labor force growth, including training options with CareerSource and St Johns River State College.
- Continued to monitor labor force trends utilizing CareerSource and JAXUSA resources, in addition to population, average wages and cost of living metrics
- Continued to work with owner of 7220 PRC Way on their property which involved them purchasing surrounding property in the Business Park.
- Participating with Local Technology Planning Team for Broadband efforts.
- Assisted with County's efforts on the Barge Port Project.
- Contributed to Education/Talent Supply Subcommittee to vet options of launching career academies in Putnam County.
- Participated in Putnam County Legislative Delegation meeting.
- Completed IEDC Basic Economic Development Course and first year of Oklahoma University's Economic Development Institute.
- Participated in calls with Putnam County EOC / ESF-18 for COVID-recovery related purposes.
- Worked with workforce development partners regarding unemployment and potential retraining needs.
- Managed online property/site inventory – JAXUSA & NFEDP.
- Participated in monthly meetings with County Planning & Development Services staff.

**Putnam County Chamber of Commerce, Inc**  
**Profit & Loss by Class**  
**January through December 2021**

Accrual Basis

	24 - Eco Dev Contract		TOTAL	
	Jan - Dec 21	% of Income	Jan - Dec 21	% of Income
<b>Income</b>				
334 · Eco Dev Contract	153,430.64	97.7%	153,430.64	97.7%
351 · Miscellaneous Income	3,677.27	2.3%	3,677.27	2.3%
<b>Total Income</b>	<b>157,107.91</b>	<b>100.0%</b>	<b>157,107.91</b>	<b>100.0%</b>
<b>Gross Profit</b>	<b>157,107.91</b>	<b>100.0%</b>	<b>157,107.91</b>	<b>100.0%</b>
<b>Expense</b>				
500 · Employee Expenses				
501 · Salary & Wage Expenses	135,102.44	86.0%	135,102.44	86.0%
502 · FICA/SUI/FUT/Medicare	10,433.34	6.6%	10,433.34	6.6%
504 · Employee Benefits	5,446.97	3.5%	5,446.97	3.5%
507 · Retirement Match	3,579.60	2.3%	3,579.60	2.3%
<b>Total 500 · Employee Expenses</b>	<b>154,562.35</b>	<b>98.4%</b>	<b>154,562.35</b>	<b>98.4%</b>
517 · Office Operating Expenses				
510 · Bldg & Grounds Maintenance	3,087.58	2.0%	3,087.58	2.0%
518 · Telephones/Telecommunications	3,329.92	2.1%	3,329.92	2.1%
519 · Office Supplies	67.40	0.0%	67.40	0.0%
520 · Website Expenses	2,654.28	1.7%	2,654.28	1.7%
521 · Equip Lease/Maintenance Agreemt	1,664.89	1.1%	1,664.89	1.1%
525 · Utilities/Electric	1,367.64	0.9%	1,367.64	0.9%
528 · Computer Services/Maintenance	353.88	0.2%	353.88	0.2%
<b>Total 517 · Office Operating Expenses</b>	<b>12,525.59</b>	<b>8.0%</b>	<b>12,525.59</b>	<b>8.0%</b>
530 · Program Expenses				
532 · Printing	87.00	0.1%	87.00	0.1%
539 · Advertising/Promotions	47,554.00	30.3%	47,554.00	30.3%
540 · Miscellaneous Expenses	11,983.26	7.6%	11,983.26	7.6%
543 · Dues & Subscriptions	2,479.00	1.6%	2,479.00	1.6%
552 · Conference Registrations/Travel	6,453.08	4.1%	6,453.08	4.1%
562 · Lunches	165.28	0.1%	165.28	0.1%
<b>Total 530 · Program Expenses</b>	<b>68,721.62</b>	<b>43.7%</b>	<b>68,721.62</b>	<b>43.7%</b>
<b>Total Expense</b>	<b>235,809.56</b>	<b>150.1%</b>	<b>235,809.56</b>	<b>150.1%</b>
<b>Net Income</b>	<b>-78,701.65</b>	<b>-50.1%</b>	<b>-78,701.65</b>	<b>-50.1%</b>

**Putnam County Chamber of Commerce, Inc**  
**Profit & Loss by Class**

Accrual Basis

October 2020 through September 2021

	24 - Eco Dev Contract		TOTAL	
	Oct '20 - S...	% of Income	Oct '20 - S...	% of Income
<b>Income</b>				
334 · Eco Dev Contract	147,179.47	100.0%	147,179.47	100.0%
<b>Total Income</b>	147,179.47	100.0%	147,179.47	100.0%
<b>Gross Profit</b>	147,179.47	100.0%	147,179.47	100.0%
<b>Expense</b>				
500 · Employee Expenses				
501 · Salary & Wage Expenses	123,977.25	84.2%	123,977.25	84.2%
502 · FICA/SUI/FUT/Medicare	9,575.27	6.5%	9,575.27	6.5%
504 · Employee Benefits	5,682.35	3.9%	5,682.35	3.9%
507 · Retirement Match	3,336.84	2.3%	3,336.84	2.3%
<b>Total 500 · Employee Expenses</b>	142,571.71	96.9%	142,571.71	96.9%
517 · Office Operating Expenses				
510 · Bldg & Grounds Maintenance	2,957.58	2.0%	2,957.58	2.0%
518 · Telephones/Telecommunications	3,423.38	2.3%	3,423.38	2.3%
519 · Office Supplies	67.40	0.0%	67.40	0.0%
520 · Website Expenses	1,627.28	1.1%	1,627.28	1.1%
521 · Equip Lease/Maintenance Agreemt	1,692.63	1.2%	1,692.63	1.2%
522 · Equip Repair/Replacemt/Maintnce	33.00	0.0%	33.00	0.0%
525 · Utilities/Electric	1,379.89	0.9%	1,379.89	0.9%
528 · Computer Services/Maintenance	353.88	0.2%	353.88	0.2%
<b>Total 517 · Office Operating Expenses</b>	11,535.04	7.8%	11,535.04	7.8%
530 · Program Expenses				
532 · Printing	87.00	0.1%	87.00	0.1%
539 · Advertising/Promotions	47,769.00	32.5%	47,769.00	32.5%
540 · Miscellaneous Expenses	25,223.26	17.1%	25,223.26	17.1%
543 · Dues & Subscriptions	2,245.50	1.5%	2,245.50	1.5%
552 · Conference Registrations/Travel	4,141.63	2.8%	4,141.63	2.8%
562 · Lunches	105.63	0.1%	105.63	0.1%
<b>Total 530 · Program Expenses</b>	79,572.02	54.1%	79,572.02	54.1%
<b>Total Expense</b>	233,678.77	158.8%	233,678.77	158.8%
<b>Net Income</b>	<b>-86,499.30</b>	<b>-58.8%</b>	<b>-86,499.30</b>	<b>-58.8%</b>